

Message Text

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ACTION EA-14

INFO OCT-01 ISO-00 EB-11 AID-20 TRSE-00 COME-00 RSC-01

DRC-01 /048 W

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R 130935Z SEP 74

FM AMEMBASSY RANGOON

TO SECSTATE WASHDC 8506

AMEMBASSY MANILA

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MANILA FOR USADB

E.O. 11652: N/A

TAGS: BTIO ADB EAID BM

SUBJ: PHUGYI RESERVOIR PROJECT

REF: (A) STATE 199938; (B) MANILA 10985;
(C) MANILA 11995 OF 12/12/72

1. EMBASSY ATTEMPTING TO PERSUADE GUB TO ADD MALCOLM PIRNIE INC. TO SHORT LIST RATHER THAN REPLACE ANY FIRM NOW ON LIST. THIS WOULD MEAN EIGHT FIRMS SHORTLISTED AND WOULD EXCEED ADB GENERAL GUIDELINE (BUT APPARENTLY NOT HARD, FAST RULE) THAT SUCH LISTS CONTAIN BETWEEN 6 & 7 NAMES. CANNOT SPECULATE WHAT ACTION BANK MIGHT TAKE IF THIS REQUEST PRESENTED, BUT WE HOPE THAT IT WOULD NOT REMOVE GANNET FLEMMING CORDRY AND CARPENTER INC. FROM LIST.

2. AS FAR AS OBTAINING FINAL CONTRACT CONCERNED, ADDITION OF MALCOLM PIRNIE WOULD AFFECT GFCC CHANCES ONLY TO EXTENT THAT STRONG COMPETITOR WITH PREVIOUS EXPERIENCE IN BURMA WOULD BE IN CONTENTION. THIS SHOULD NOT DETER THAT FIRM FROM ACTIVELY SEEKING CONTRACT IF INTERESTED. FYI MEMBER OF PHUGYI PROJECT COMMITTEE SAID THAT PROJECT HAS EXPERIENCED SO MANY DELAYS THAT HE BELIEVES COMMITTEE SHOULD NOT RISK POSSIBLE FURTHER DELAY BY REQUESTING ADDITION TO LIST. HOWEVER, FINAL COMMITTEE DECISION NOT YET MADE. END FYI.

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3. ALTHOUGH EMBASSY OBVIOUSLY NOT IN GOOD POSITION TO JUDGE QUALIFICATIONS OF OTHER U.S. FIRMS REMOVED FROM LIST, I.E. METCALF & EDDY AND ECI, OUR LIMITED KNOWLEDGE OF THEIR PAST EXPERIENCE, PROJECTS COMPLETED AND GENERAL GOOD ENGINEERING REPUTATION LEADS US TO BELIEVE THEY WOULD HAVE BEEN MORE THAN COMPETENT TO UNDERTAKE THIS PARTICULAR PROJECT. AS WITH PIRNIE, THEIR PREVIOUS EXPERIENCE WITH BURMA WOULD HAVE ENHANCED PROSPECTS FOR A U.S. FIRM TO SECURE CONTRACT. HOWEVER, IF USADB FULLY SATISFIED THAT BANK ACTED IN GOOD FAITH IN REJECTING THESE FIRMS, WE WILL NOT PRESS POINT.

4. IN ACCORDANCE WITH PARA 2, REF B, EMBASSY WILL SUGGEST TWO-TRACK APPROACH TO U.S. FIRMS INTERESTED IN OBTAINING ADB-FINANCED CONTRACTS. NECESSITY FOR THIS DUAL APPROACH NOT STATED IN REF C, AND USADB MAY WISH TO MAKE THIS REQUIREMENT KNOWN TO OTHER INTERESTED POSTS.
OSBORN

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Message Attributes

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